

Message Text

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FM AMEMBASSY KUWAIT

TO J.L. ARGALL

V.P. INTERNATIONAL PRODUCT SERVICES

DEL MONTE CORP.

215 FREMONT ST.

SAN FRANCISCO, CAL. 94119

TELEX: 34384

INFO SECSTATE WASHDC 1875

USDOC WASHDC

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E.O. 11652: N/A

TAGS: BGEN, KU

SUBJ: RECOMMENDATION FOR NATIONAL BEVERAGE CO.

REF: (A) STATE 259964 (B) KUWAIT 5249

1. HAVE BEEN REQUESTED BY NATIONAL BEVERAGE CO. OF KUWAIT PROVIDE YOU RECOMMENDATION OF THEIR COMPANY. NATIONAL BEVERAGE NEWLY FORMED CLOSED SHARE HOLDING COMPANY WHICH LICENSED BY GOVERNMENT OF KUWAIT TO ESTABLISH PLANT FOR PRODUCTION OF FRUIT JUICES, FLAVORED MILS, YOGHURT, AND CHEESES. COMPANY IS PRESENTLY CAPITALIZED AT KD50,000 (KD1 EQUALS \$3.38) BUT CAN CERTAINLY EXPAND THIS GREATLY IF NEDD ARISES. WE UNDERSTAND NBC LOOKING FOR JOINT-VENTURE OR LICENSING AGREEMENT WITH DEL MONTE TO PRODUCE SELECTED DEL MONTE PRODUCTS IN KUWAIT.

2. FIVE OWNERS OF COMPANY INCLUDE TWO PROMINENT KUWAITI PERSONALITIES -- AHMAD DUAJI AND SULAIMAN MUTAWA. DUAJI IS DIRECTOR KUWAIT PLANNING BOARD WHICH IS CHARGED WITH DRAWING UP COUNTRY'S DEVELOPMENT PLANS AND PASSING ON ALL MAJOR DEVELOPMENTAL PROJECTS IN COUNTRY. DUAJI IS HIGHLY RESPECTED AND REPORTS DIRECTLY TO CROWN PRINCE/PRIME MINISTER. MUTAWA IS ONE OF TOP FOUR OFFICIALS AT KUWAIT OIL CO. AND IS IN CHARGE OF MANAGEMENT

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SERVICES. KOC PRODUCES OVER 90 PCT OF ALL KUWAIT'S OIL. KEY

FIGURE IN GROUP FROM OPERATIONAL STANDPOINT IS MUSA HAMDAN, JORDANIAN OF PALESTINIAN ORIGIN. HAMDAN WAS SUCCESSFUL MANAGING DIRECTOR OF CANADA DRY BOTTLING PLANT HERE BEFORE HE SOLD OUT HIS INTERESTS SEVERAL YEARS AGO AND HAS EXPERIENCE IN THE BUSINESS. HE IS ALSO PARTNER IN ANOTHER NEWLY FORMED COMPANY, KUWAIT METAL CONTAINER CO., ALONG WITH SHEIKH SALEM AL-SABAH WHO IS AMBASSADOR TO U.S. AND SON OF THE KUWAIT'S RULER. OTHER TWO PARTNERS OF COMPANY ARE FROM WELL-KNOWN PALESTINIAN FAMILIES BUT ARE NOT PERSONALLY KNOWN TO EMBASSY.

3. GOVERNMENT OF KUWAIT IS ENCOURAGING ESTABLISHMENT OF LOCAL FOOD PROCESSING PLANTS IN SPITE OF COUNTRY'S MEAGER AGRICULTURAL PRODUCTION. KUWAITI BUSINESSMEN ARE RESPONDING TO CALL AND NUMBER OF SUCH LIGHT INDUSTRIES ARE BEING ESTABLISHED HERE. WHILE KUWAIT'S POPULATION LESS THAN A MILLION PEOPLE IT IS RAPIDLY GROWING AND COMPANY WOULD ALSO SEEK TO EXPORT PRODUCTS TO OTHER COUNTRIES IN THE AREA. HAMDAN'S CAN COMPANY WILL BE PRODUCING CANS (PROBABLY IN PARTNERSHIP OR UNDER LICENSE FROM WELL-KNOWN U.S. COMPANY) SUITABLE FOR CANNING JUICES AND OTHER FOOD PRODUCTS.

4. IF DEL MONTE INTERESTED URGE YOU TO CONTACT MUSA HAMDAN; CABLE: PALMETO; TEL. 410-245; OR WRITE P.O.BOX 4324, KUWAIT. STOLTZFUS

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